

Message Text

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ACTION COME-00

INFO OCT-01 EUR-06 EB-05 ISO-00 DRC-01 RSC-01 /014 W

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FM AMEMBASSY WARSAW

TO SECSTATE WASHDC 6748

UNCLAS WARSAW 6044

EO 11652 N/A

TAGS: ETRD, PL

SUBJECT: TELEX TO SWINDELL-DRESSLER COMPANY

DEPARTMENT REQUESTED TO TELEX FOLLOWING MESSAGE:

MR. E.S. HAYNES

DIRECTOR, FOUNDRY DEPARTMENT

SWINDELL-DRESSLER COMPANY

PITTSBURGH

TELEX 086-823

AS YOU MAY KNOW, THE A. EPSTEIN COMPANIES, INC., OF CHICAGO, IS NOW DESIGNING AND CONSTRUCTING, ON TURN-KEY BASIS, THREE MEAT PLANTS IN POLAND, WITH TOTAL CONTRACT VALUE OF APPROX \$95 MILLION. EPSTEIN COMPLETED TWO TURN-KEY COLD STORAGE PLANTS HERE EARLIER THIS YEAR.

MR. S.C. SCHIFF, EPSTEIN VICE PRESIDENT IN CHARGE OF POLISH PROJECTS, WHO CURRENTLY RESIDES HERE, IS CONCERNED ABOUT WAGE RATES WHICH MAY BE NEGOTIATED BETWEEN SWINDELL-DRESSLER AND BUDIMEX FOR CONSTRUCTION OF KOLUSZKI PLANT. SCHIFF HAD HOPED TO SEE MCLANE HERE LAST WEEK BUT WAS OUT OF POLAND AT TIME.

BUDIMEX NOW NEGOTIATING WITH EPSTEIN ON WAGE RATES OF POLISH CONSTRUCTION WORKERS BUDIMEX OFFERS TO SUPPLY TO WORK ON MEAT PLANTS AND CLAIMS SWINDELL WILLING TO PAY \$6.50 PER HOUR ON BASIS OF MEETING LAST WEEK WITH MCLANE.

(EPSTEIN PAID LESS THAN \$4.50 FOR LAST PROJECT.) SCHIFF UNDERSTANDS BUDIMEX DEPUTY DIRECTOR CHARACZYNSKI TRAVEL-
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ING TO PITTSBURGH WITHIN NEXT TWO WEEKS AND THAT HE MUST

RETURN WITH SIGNED CONTRACT. SCHIFF BELIEVES MAY BE POSSIBLE, WHILE LEAVING STATED HOURLY RATE TO STAND, TO FIND OTHER MEANS TO REDUCE EFFECTIVE RATE SUCH AS BY REDUCING TOTAL CONTRACTED HOURS.

SCHIFF HAS DISCUSSED MATTER IN DETAIL WITH RAYMOND EPSTEIN, CHAIRMAN OF BOARD OF EPSTEIN COMPANIES, AND RECOMMENDS SWINDELL-DRESSLER CONTACT HIM IN CHICAGO (TELEPHONE 312-847-6000) BEFORE NEGOTIATING WITH BUDIMEX. DAVIES

NOTE BY OC/T: NOT PASSED S-D, PITTSBURGH

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NNN

Message Attributes

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